

Message Text

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DRAFTED BY EB/ITP/EWT: AJREICHEBHACH
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R 262249Z APR 78
FM SECSTATE WASHDC
TO AMCONSUL DUSSELDORF
AMCONSUL MUNICH
AMCONSUL STUTTGART
AMCONSUL ZURICH
INFO AMEMBASSY BERN
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E.O. 11652:

TAGS: ESTC, GE, SZ

SUBJECT: EXPORT CONTROL SEMINAR

1. BASED ON DISCUSSIONS AT THE COMMERCIAL OFFICERS' CONFERENCE IN BERLIN LAST NOVEMBER, IT HAS BEEN SUGGESTED TO THE DEPARTMENT THAT AN "EXCON SEMINAR" BE HELD AT THE ACTION FRG POSTS. THE PROPOSED PROGRAM WOULD ENCOMPASS PRESENTATIONS ON POLICIES, PROCEDURES AND
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PAGE 02 STATE 106992

PROBLEMS IN TRADE IN STRATEGIC GOODS FROM THE UNITED STATES AND THEIR RE-EXPORT TO COMMUNIST COUNTRIES.

2. THE DEPARTMENT WOULD BE PREPARED TO SEND A TEAM CONSISTING OF REPRESENTATIVES OF STATE, COMMERCE AND DEFENSE TO PRESENT THIS SEMINAR. WE ARE ADVISED THAT THE BEST AVENUE FOR REACHING BUSINESSMEN WOULD BE THE

USE OF THE GERMAN HANDELSKAEMMER (IHK) IN THE ACTION POSTS, WHICH MAY BE WILLING TO HOST SUCH EVENTS. IF SUCH WERE THE CASE, WE WOULD WELCOME THE INCLUSION OF REPRESENTATIVES OF U.S. FIRMS, SUBSIDIARIES AND AFFILIATES IN THE AUDIENCE, SINCE MANY OF THESE FIRMS ARE ALSO INVOLVED IN EAST-WEST TRADE IN STRATEGIC GOODS. IDEALLY, WE WOULD SUGGEST PRIVATE CONSULTATIONS WITH BUSINESSMEN DURING THE DAY, WITH THE SEMINAR ITSELF TO BE HELD IN LATE AFTERNOON (4 OR 5 P.M.) AT THE IHK'S FOR MEMBERS INTERESTED IN THE SUBJECT.

3. SUGGESTED PROGRAM WOULD BE:

- A. U.S. POLICY ON EXPORT CONTROLS (STATE MEMBER)
- B. IMPLEMENTATION OF U.S. EXPORT CONTROLS: PROBLEMS AND PROCEDURES (COMMERCE REP)
- C. STRATEGIC AND TECHNOLOGY TRANSFER CONCERNS (DEFENSE REP)

THE ABOVE THREE PRESENTATIONS WOULD REQUIRE A TOTAL OF 30-45 MINUTES, TO BE FOLLOWED BY DISCUSSION AND QUESTIONS AND ANSWERS.

4. DEPARTMENT SUGGESTS THAT IF THE POSTS CONCUR, THE PROGRAM BE SCHEDULED FOR THE FIRST WEEK IN JUNE, E.G., JUNE 5, DUESSELDORF; JUNE 7, STUTTGART; JUNE 9, MUNICH. THIS ALLOWS ONE DAY FOR TRAVEL BETWEEN MEETINGS, AS LIMITED OFFICIAL USE

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PAGE 03 STATE 106992

WELL AS TIME FOR PRIVATE CONSULTATION WITH FIRMS.

5. BECAUSE OF THE GROWING INTEREST IN THE DEVELOPING U.S. POSITION ON THE CONTROL OF TECHNOLOGY TRANSFER TO COMMUNIST COUNTRIES, INCLUDING THAT TECHNOLOGY PROVIDED TO COCOM COUNTRIES, THE INCLUSION OF THIS SUBJECT ON THE AGENDA IS BOTH TIMELY AND IMPORTANT. SOME IHK MEMBERS, ALTHOUGH NOT DIRECTLY INTERESTED IN EXPORT CONTROLS, COULD BE DRAWN TO THESE MEETINGS ON THE TECHNOLOGY TRANSFER ASPECT, SINCE WE ARE AWARE THAT FRG CONCERN IS KEEN IN THIS AREA.

6. FOR BERN/ZURICH: ALTHOUGH WE REALIZE THE ABOVE MAY BE A POLITICALLY SENSITIVE SUBJECT FOR DISCUSSION WITH BUSINESSMEN IN ZURICH, THE TEAM IS PREPARED TO EITHER PRESENT THE SAME PROGRAM IN ZURICH (WHERE THE MAJOR PORTION OF U.S. EXPORT CONTROLLED COMMODITIES APPEAR TO BE INCORPORATED IN SWISS-MADE PRODUCTS BEFORE REEXPORT) OR MERELY HOLD CONSULTATIONS WITH INTERESTED SWISS BUSINESSMEN. WE WOULD PROPOSE JUNE 12 AS A CONVENIENT DATE, IF THE POST HAS NO OBJECTION.

7. DEPARTMENT WOULD WELCOME POSTS COMMENTS, SUGGESTIONS
OR RECOMMENDATIONS FOR ADDITIONS OR DELETIONS TO THE
PROPOSED PROGRAM. STATE CONTROL OFFICER FOR PROGRAM
IS ARTHUR REICHENBACH EB/ITP/EWT, TEL: 63-20442. VANCE

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